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Message Text

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45
ACTION AF-06

INFO OCT-01 ISO-00 EB-07 /014 W
---------- 004322
R 171200Z SEP 75
FM AMEMBASSY DAR ES SALAAM
TO SECSTATE WASHDC 9525
INFO USDOC WASHDC
AMEMBASSY NAIROBI
AMCONSUL ZANZIBAR

UNCLAS DAR ES SALAAM 4306

E.O. 11652: N/A
TAGS: BEXP, TZ, EGEN
SUBJ: MATERIALS HANDLING EQUIPMENT TRADE MISSION

REF: (A) STATE 214915 (NOTAL)
(B) DAR ES SALAAM 4279, 4281, 4282

1. EMBASSY APPRECIATES REF A'S RAISING POSSIBILITY OF VISIT BY SUBJECT TRADE MISSION TO TANZANIA. HOWEVER, IT OUR VIEW THAT PROSPECTS ARE NOT SUFFICIENT TO JUSTIFY HOSTING FULL MISSION.

2. IMMEDIATE NEEDS FOR HANDLING PORT APPEARS HAVE BEEN MET UNDER CANADIAN LOAN. CURRENT EXPANSION PLANS FOR PORT, EXCEPT FOR MODERNIZATION OF LIGHTER WHARF, ALSO NEARING COMPLETION. FUTURE DEMAND FOR EQUIPMENT WILL PROBABLY BE CLOSELY TIED OTEXTERNAL AID. GENERAL INEFFICIENCY AND LOW WORKER PRODUCTIVITY RATHER THAN LACK OF EQUIPMENT NOW SEEM TO BE MAJOR REASONS FOR PORT CONGESTION.

3. PORT OFFICIAL TOLD US THAT E.A. HARBOURS CORP.'S FUTURE PLANS MAY INVOLVE PURCHASE OF PORTAL AND FLOATING CRANES, SIDE LOADERS FOR CONTAINERS, TRUCK TRAILERS, KARRY CRANES, ETC. BUT PROSPECTS FOR SUCH SALES ARE NOT IMMINENT.

4. ALTHOUGH INADEQUACIES IN DISTRIBUTION AND MARKETING OF AGRICULTURAL PRODUCTS CERTAINLY EXIST, TANZANIA EXPERIENCING SEVERE BOP PROBLEMS AND USING ITS DEPLETED FOREIGN RESERVES
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FOR HIGHEST PRIORITY GOODS ONLY. EVEN IMPORTATION OF SPARES

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FOR EXISTING HANDLING EQUIPMENT SERIOUSLY RESTRICTED.

5. WITH STATE-OWNERSHIP OF TRADE IN TANZANIA, FULL RANGE OF MATERIAL HANDLING EQUIPMENT IS UNDER CONTROL OF SINGLE STATE-OWNED ORGANIZATION, AGRICULTURAL AND INDUSTRIAL SUPPLIES CO. LTD. THE FEW PRIVATE DEALERS STILL IN BUSINESS WOULD HAVE LITTLE INTEREST IN EXPANDING PRODUCT LINE. CERTAIN LARGE STATE-OWNED CORPORATIONS, E.G. LIVESTOCK DEVELOPMENT AUTHORITY (LIDA) AND BOARD OF INTERNAL TRADE, PLANNING PURCHASE MATERIALS HANDLING AND RELATED EQUIPMENT, BUT ALL PURCHASES WILL BE FINANCED EXTERNALLY E.G. BY IBRD AND ARE SUBJECT TO INTERNATIONAL TENDERING. (REF B REPORTS ON SUCH TRADE OPPORTUNITIES. SEPTEL WILL REPORT ON UPCOMING VISIT OF LIDA OFFICIALS TO US).

6. DESPITE PESSIMISM OF ABOVE, EMBASSY WOULD HAVE NO OBJECTION TO HOSTING ONE OR TWO MEMBERS OF TM WHO SPECIALIZE IN PORT EQUIPMENT FOR 2 OR 3 DAY VISIT TO DAR ES SALAAM. WE WOULD ENVISION ONE OF THESE DAYS IN ZANZIBAR, WHOSE LEADERS CONSIDERING PORT EXPANSION. DEPT. MIGHT ALSO WISH TO EXPLORE WITH EMB. NAIROBI, PROSPECTS FOR BRIEF STOPOVER NAIROBI/MOMBASA BY TM MEMBER(S).
CARTER

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